

Message Text

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ORIGIN EB-07

INFO OCT-01 AF-08 ISO-00 COME-00 PM-04 MC-02 ACDA-07
CIAE-00 INR-07 NSAE-00 OMB-01 TRSE-00 SS-15 /052 R

DRAFTED BY EB/OA/AVP:JKGORDON:JO
APPROVED BY EB/OA/AVP:SCKEITER
AF/C - JSBLODGETT
AF/W - GDIES
-----300318Z 027112 /71
R 300116Z DEC 76
FM SECSTATE WASHDC
TO AMEMBASSY LOME
INFO AMEMBASSY LIBREVILLE

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E.O. 11652: N/A

TAGS: EAIR, BEXP, GB, TO

SUBJECT: GABONESE AIRCRAFT PURCHASE

REF : (A) LOME 2873; (B) LOME 2799

1. DEPT'S INITIAL CONTACTS WITH BOEING AND DOUGLAS
PROMPTED RESPONSES BY THE TWO FIRMS THAT THEY WERE
OFFERING BEST PRICE TO GOG, AND THAT NASR INVOLVEMENT
WOULD INCREASE PRICE BY AMOUNT OF ANY COMMISSION NASR
TOOK. BOTH FIRMS DECLINED EVEN TO DISCUSS PRICES.

2. BOTH FIRMS' OFFICES IN WASHINGTON AND HOME OFFICES
CLOSED 24 DEC, UNTIL JAN 3. TRADE DIRECTORY PROVIDES
FOLLOWING:

(A) BOEING COMMERCIAL AIRPLANE CO.
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DIRECTOR, SALES, AFRICA: JOHN K. BROBACK
BOX 3707
RENTON, WASHINGTON 98124

(B) BOEING INTERNATIONAL S.P.A.
DIRECTOR: J.D. FITZGERALD

VIA GRAMSCI 24, 00197 ROME, ITALY
TELEX 61688 BOEING RO.

(C) DOUGLAS AIRCRAFT CO.
VP-COMMERCIAL SALES: H.L. WALKER
3855 LAKEWOOD BLVD, LONG BEACH, CA. 90846
TWX 213-774-1560

(D) MCDONNELL DOUGLAS CORP
CORP. VP-EUROPE: WARREN E. KRAEMER
SCOTIA HOUSE
66/68 GOLDSWORTH RD
WOKING, SURREY GU21 1LQ

3. UNDER THE CIRCUMSTANCES, WE MUST ASK NASR TO
CONTACT FIRMS DIRECTLY FOR PRICE AND AVAILABILITY
INFORMATION. AS CABLES FROM DEPT AND LIBREVILLE HAVE
INDICATED, FIRMS ARE DEALING DIRECTLY WITH GOG. THEY
HAVE SINCE TOLD US THEY PREFER TO CONTINUE TO DEAL WITH
PRINCIPALS RATHER THAN WITH AGENTS.
ROBINSON

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04 MAY 2006

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